

Message Text

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ACTION COA-02

INFO OCT-01 ARA-16 ISO-00 EB-11 COME-00 TRSE-00 CG-00

DLOS-06 SCI-06 OMB-01 AID-20 CIAE-00 DODE-00 PM-07

H-03 INR-10 L-03 NSAE-00 NSC-10 PA-04 RSC-01 PRS-01

SPC-03 SS-20 USIA-15 ACDA-19 IO-14 DRC-01 /174 W

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R 281300Z NOV 73

FM AMCONSUL GUAYAQUIL

TO SECSTATE WASHDC 2955

INFO AMEMBASSY QUITO

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E.O. 11652: NA

TAGS: EFISH, EC

SUBJ: GOE CONTRACT WITH U.S. FISHING FIRM

REF: GUAYAQUIL 1271

1. DISCUSSION WITH NATIONAL FISHERIES INTERPRISE (EPNA) DIRECTOR VICENTE TAMARIZ HAS CONFIRMED LOCALLY PUBLISHED REPORTS (REFTEL) RE CONTRACT WITH ALASKA-BASED B AND B FISHERIES AND HAS ADDED FURTHER DETAILS OF INTEREST. B AND B WILL BE SUBJECT ONLY TO A RELATIVELY INEXPENSIVE REGISTRATION FEE AND WILL BE EXEMPT FROM THE LICENSE NORMALLY REQUIRED FOR FOREIGN-FLAG VESSELS. IN ADDITION, THEY WILL BE ABLE TO FISH CONTINUOUSLY FOR THE 6-MONTH CONTRACT PERIOD INSTEAD OF THE SINGLE-VOYAGE, 50-DAY LICENSE LIMIT. B AND B'S ONLY OTHER EXPENSES WILL BE, AS PREVIOUSLY REPORTED, 75 DOLLARS/TON FOR ALL FISH TAKEN AND ONE-HALF OF ONE PERCENT OF THEIR GROSS SALES FOR THE NATIONAL FISHERIES INSTITUTE'S RESEARCH FUND. THEY WILL RECEIVE "COMMERCIAL" RATES FOR THE MAXIMUM 20 PERCENT OF THEIR CATCH WHICH MUST BE OFFERED TO LOCAL PROCESSORS. HOWEVER, THE LATTER WILL BE OBLIGED TO TAKE DELIVERY FROM B AND B IN THE GALAPAGOS (I.E., ON STATION).

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2. TAMARIZ WAS VISIBLY PLEASED AND OPTIMISTIC ABOUT THE ARRANGE-

MENT. HE DESCRIBED HIS OWN FORMER BACKGROUND (18 YEARS) AS A MANTA-BASED COMMERCIAL FISHERMAN AND EMPHASIZED HIS OWN AND ENPA'S PRAGMATIC OUTLOOK. THE B AND B CONTRACT HAD BEEN ARRIVED AT AFTER MUCH OLD-FASHIONED HAGGLING AND WAS INTENDED TO BE OF BENEFIT TO BOTH PARTIES. B AND B'S PROFIT EXPERIENCE WOULD BE REVIEWED AND THE CONTRACT RENEWED OR REWRITTEN TO MUTUAL SATISFACTION. TAMARIZ INDICATED STRONG DESIRE TO ATTRACT U.S. FIRMS AND ACKNOWLEDGED NECESSITY TO OFFER FINANCIALLY INTERESTING PROPOSALS.

3. IN THE LONGER RUN, EPNA WAS INTERESTED IN ATTRACTING U.S. FIRMS INTO STABLE ASSOCIATION ARRANGEMENTS, WITH EPNA AND/OR PRIVATE INTERESTS, TO BRING ECUADOR BENEFITS OF TECHNOLOGY TRANSFER. FULLY-INTEGRATED OPERATIONS WERE ESPECIALLY DESIRABLE AND THESE WOULD BE FAVORED UNDER THE NEW FISHING LAW. TAMARIZ RESISTED EFFORTS TO DRAW HIM OUT MUCH FURTHER ON LATTER SUBJECT BUT DID SAY A "FINAL DRAFT" WOULD BE PRESENTED TO THE PRESIDENT "NEXT TUESDAY", ACKNOWLEDGING THAT A RISE IN LICENSE FEES WAS INCLUDED. REGARDING THIS, HE FRANKLY STATED THAT FINDING A LEVEL WHICH WOULD NOT DRIVE AWAY THE FISHING BOATS ALTOGETHER "IS GIVING US A LOT OF PROBLEMS".

DEWITT

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